

Table 4. Estimated Annual Purchases, Gross Margins, and Gross Margins as a Percent of Sales for U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices: 1998 Through 2007

[Purchases and gross margins estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business	1998 ¹	1999 ¹	2000 ¹	2001 ¹	2002 ¹	2003 ¹	2004 ¹	2005 ¹	2006 ¹	2007
42	Purchases	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	1,942,911	2,082,464	2,268,547	2,232,260	2,279,013	2,401,361	2,696,341	2,924,341	3,177,001	3,386,742
423	Purchases	Durable goods	1,011,882	1,090,650	1,151,525	1,088,097	1,085,081	1,113,133	1,287,187	1,372,970	1,494,716	1,539,556
4231	Purchases	Motor Vehicle and Motor Vehicle Parts and Supplier	145,700	169,993	176,699	187,057	201,597	212,065	231,679	246,123	271,016	273,873
4232	Purchases	Furniture and Home Furnishings	31,026	33,580	37,329	36,415	36,686	37,541	40,570	42,888	46,191	45,487
4233	Purchases	Lumber & Other Construction Materials	65,528	72,724	71,017	71,862	75,983	84,542	103,499	112,065	113,804	98,750
4234	Purchases	Professional and Commercial Equipment and Supplies	200,876	220,783	220,151	203,045	204,173	204,593	225,160	234,747	245,201	260,018
42343	Purchases	Computer and Computer Peripheral Equipment and Software	132,911	149,683	148,394	127,824	124,164	120,431	131,947	136,718	136,586	147,269
4235	Purchases	Metals and Minerals, ex. Petroleum	72,164	69,483	74,770	66,694	64,247	65,950	70,170	95,950	107,170	125,920
4236	Purchases	Electrical Goods	157,084	174,980	203,727	180,463	174,325	178,760	201,593	210,263	230,081	243,027
4237	Purchases	Hardware, and Plumbing and Heating Equipment and Supplier	49,491	50,922	52,837	47,825	48,458	48,269	53,874	58,183	63,197	61,567
4238	Purchases	Machinery, Equipment, and Supplier	179,982	183,185	189,584	182,040	166,340	168,098	191,621	210,781	230,749	237,718
4239	Purchases	Miscellaneous Durable Goods	110,051	115,020	125,411	112,696	113,347	115,018	143,241	150,750	168,555	186,832
424	Purchases	Nondurable goods	931,029	991,814	1,117,022	1,144,163	1,193,932	1,288,228	1,409,154	1,551,371	1,682,285	1,847,186
4241	Purchases	Paper and Paper Products	54,108	57,701	62,096	61,619	59,044	60,837	67,029	71,440	73,367	74,735
4242	Purchases	Drugs and Druggists' Sundries	110,654	134,679	159,853	191,063	224,417	255,759	279,282	299,330	318,772	331,529
4243	Purchases	Apparel, Piece Goods, and Notions	61,891	63,099	68,007	68,640	73,902	73,326	74,928	77,934	82,985	84,154
4244	Purchases	Groceries and Related Products	288,327	298,947	315,107	315,269	321,489	330,672	344,469	364,007	381,812	427,658
4245	Purchases	Farm Product Raw Materials	101,678	92,551	95,621	92,338	95,688	106,411	113,958	109,886	118,296	157,570
4246	Purchases	Chemicals and Allied Products	42,413	43,267	47,223	48,100	50,369	52,180	58,384	69,230	69,187	73,539
4247	Purchases	Petroleum and Petroleum Products	106,976	126,970	180,371	178,295	181,761	216,202	256,702	332,660	400,691	447,164
4248	Purchases	Beer, Wine, and Distilled Alcoholic Beverages	46,654	50,726	53,659	56,054	59,523	62,525	63,407	66,677	71,990	75,231
4249	Purchases	Miscellaneous Nondurable Goods	118,038	123,875	135,085	132,785	127,739	130,316	150,995	160,407	165,185	175,606
42	Gross margins	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	497,884	534,602	565,502	541,924	560,865	567,192	630,101	674,972	733,702	788,633
423	Gross margins	Durable goods	305,286	327,849	346,362	318,472	336,433	338,690	392,556	414,734	454,134	461,984
4231	Gross margins	Motor Vehicle and Motor Vehicle Parts and Supplier	39,182	45,759	47,565	46,673	52,838	46,679	47,939	51,258	55,903	51,718
4232	Gross margins	Furniture and Home Furnishings	12,378	13,746	16,032	15,610	17,118	17,528	17,998	18,533	20,294	20,056
4233	Gross margins	Lumber & Other Construction Materials	13,877	16,578	16,404	17,859	19,556	22,721	28,078	30,055	31,536	29,699
4234	Gross margins	Professional and Commercial Equipment and Supplies	55,835	62,469	61,848	61,256	68,824	68,082	73,135	75,456	81,364	85,559
42343	Gross margins	Computer and Computer Peripheral Equipment and Software	24,478	26,630	25,004	23,225	26,132	24,377	26,285	26,402	25,834	27,859
4235	Gross margins	Metals and Minerals, ex. Petroleum	16,959	16,989	19,620	16,769	17,720	17,303	32,272	29,154	35,996	28,611
4236	Gross margins	Electrical Goods	45,997	52,262	60,091	46,650	47,360	47,682	54,445	57,220	66,989	69,835
4237	Gross margins	Hardware, and Plumbing and Heating Equipment and Supplier	16,858	17,867	20,223	20,673	22,041	23,043	24,856	25,837	28,554	27,686
4238	Gross margins	Machinery, Equipment, and Supplier	69,715	66,926	67,939	63,290	58,879	61,142	73,934	83,275	87,292	95,098
4239	Gross margins	Miscellaneous Durable Goods	34,485	35,253	36,640	29,692	32,097	34,510	40,299	43,946	46,206	53,722
424	Gross margins	Nondurable goods	192,598	206,753	219,140	223,452	224,432	228,502	237,145	260,238	279,568	326,649
4241	Gross margins	Paper and Paper Products	14,942	15,487	16,377	13,789	13,199	13,055	15,321	16,506	17,724	18,358
4242	Gross margins	Drugs and Druggists' Sundries	17,147	20,330	20,860	26,552	22,852	18,337	17,258	28,064	29,269	28,173
4243	Gross margins	Apparel, Piece Goods, and Notions	25,669	26,668	28,732	30,476	32,103	30,256	33,733	35,698	36,111	36,423
4244	Gross margins	Groceries and Related Products	52,825	58,451	59,720	60,646	65,487	74,617	65,880	66,474	68,969	76,126
4245	Gross margins	Farm Product Raw Materials	7,998	7,719	8,055	8,559	8,186	11,634	5,835	10,797	17,536	23,463
4246	Gross margins	Chemicals and Allied Products	14,237	14,775	15,041	16,232	17,848	17,554	18,619	19,777	20,337	22,518
4247	Gross margins	Petroleum and Petroleum Products	11,492	13,317	16,246	13,273	11,679	9,956	20,991	19,750	26,158	48,325
4248	Gross margins	Beer, Wine, and Distilled Alcoholic Beverages	15,423	16,964	18,034	18,664	20,263	19,911	22,657	24,260	24,906	26,555
4249	Gross margins	Miscellaneous Nondurable Goods	32,965	33,042	36,075	35,261	32,815	33,182	36,851	38,912	38,558	46,708
42	Gross margins as a percent of sales	U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices	20.5	20.6	20.1	19.5	19.8	19.1	19.1	18.9	18.9	19.0
423	Gross margins as a percent of sales	Durable goods	23.4	23.3	23.3	22.4	23.7	23.4	23.7	23.4	23.5	23.1
4231	Gross margins as a percent of sales	Motor Vehicle and Motor Vehicle Parts and Supplier	21.3	21.5	21.4	19.9	21.0	18.1	17.3	17.4	17.2	15.9
4232	Gross margins as a percent of sales	Furniture and Home Furnishings	28.8	29.3	30.4	29.8	32.0	32.0	30.9	30.4	30.7	30.6
4233	Gross margins as a percent of sales	Lumber & Other Construction Materials	17.4	18.7	18.8	19.9	20.6	21.5	21.8	21.3	21.8	23.0
4234	Gross margins as a percent of sales	Professional and Commercial Equipment and Supplies	21.7	22.2	21.9	22.9	25.3	25.0	24.7	24.4	25.1	24.8
42343	Gross margins as a percent of sales	Computer and Computer Peripheral Equipment and Software	15.5	15.1	14.3	15.1	17.3	16.9	16.7	16.2	15.9	15.9
4235	Gross margins as a percent of sales	Metals and Minerals, ex. Petroleum	19.2	19.6	20.9	19.8	21.7	21.3	26.6	21.5	23.0	17.6
4236	Gross margins as a percent of sales	Electrical Goods	22.9	23.3	23.1	20.1	21.2	21.0	21.5	21.5	22.8	22.4
4237	Gross margins as a percent of sales	Hardware, and Plumbing and Heating Equipment and Supplier	25.7	26.1	28.1	29.9	31.3	32.3	32.1	31.1	31.5	31.1
4238	Gross margins as a percent of sales	Machinery, Equipment, and Supplier	28.6	27.0	26.5	25.6	25.9	26.5	28.4	28.9	27.9	28.8
4239	Gross margins as a percent of sales	Miscellaneous Durable Goods	24.0	23.6	22.9	20.6	22.0	23.3	22.3	22.8	21.5	22.3
424	Gross margins as a percent of sales	Nondurable goods	17.2	17.3	16.5	16.4	15.9	15.1	14.4	14.4	14.3	15.2
4241	Gross margins as a percent of sales	Paper and Paper Products	21.6	21.2	21.1	18.1	18.2	17.7	18.8	18.9	19.5	19.8
4242	Gross margins as a percent of sales	Drugs and Druggists' Sundries	13.7	13.4	11.9	12.6	9.3	6.7	5.8	8.5	8.4	7.9
4243	Gross margins as a percent of sales	Apparel, Piece Goods, and Notions	29.5	29.5	29.8	30.8	30.3	29.0	31.1	31.6	30.7	30.3
4244	Gross margins as a percent of sales	Groceries and Related Products	15.5	16.4	15.9	16.1	17.0	18.4	16.1	15.5	15.4	15.2
4245	Gross margins as a percent of sales	Farm Product Raw Materials	7.3	7.7	7.8	8.5	7.9	10.1	4.7	9.1	13.4	13.6
4246	Gross margins as a percent of sales	Chemicals and Allied Products	25.3	25.6	24.2	25.3	26.4	25.2	24.4	22.4	22.7	23.7
4247	Gross margins as a percent of sales	Petroleum and Petroleum Products	9.7	9.5	8.3	6.9	6.1	4.4	7.6	5.6	6.1	9.8
4248	Gross margins as a percent of sales	Beer, Wine, and Distilled Alcoholic Beverages	25.0	25.2	25.3	24.9	25.6	24.2	26.5	26.8	25.8	26.3
4249	Gross margins as a percent of sales	Miscellaneous Nondurable Goods	21.9	21.1	21.1	20.9	20.4	20.3	19.8	19.6	18.9	21.2

Note:

Estimates have not been adjusted for price changes. Table 4A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at http://www.census.gov/wholesale/www/how_surveys_are_collected/index.html.

Footnotes:

¹ Revised data.